



Invoice No.: IND-1015-0008

Sold To:
Indiana State Department of Health
ATTN: Finance /Purchasing, 2C
2 N. Meridan Street
Indianapolis, IN 46204

Invoice Date: 6/22/16
Order Number: 0015523208
Fund: 61910/571513 / 305000

Description of Services
Personal Services

Federal ID: 23-2868660
Contract Period: 10/1/2015 - 9/30/2016
Contract Amount: \$3,500,000.00
Contract Number: A70-5-041137
Date of Services: 5/1/2016 - 5/31/2016
Payment requested for: Real Alternatives, Inc.
Description of Services and Total Paid: \$ 190,899.24
See attached detailed charges required
by ISDH program
Project Code: N/A
Activity Code: N/A


Vendor's signature


Date



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EXCELLENCE

Accredited under the
Pennsylvania Association
of Nonprofit Organizations'
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112
717-541-1112 (V) 717-541-9713 (F)

www.RealAlternatives.org * www.LoveFacts.org * www.ConcernedParents.com

Attachment B: Budget
 Real Alternatives, Inc. A70-5-041137
 Indiana Pregnancy & Support Services Program
 October 1, 2015 - September 30, 2016

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses YTD-Apr 2016	Actual Cost May-16	Actual Expenses YTD-May 2016	Remaining Cost June 2016 to Sep-2016
Administrative	Salary	President & CEO	\$58,000.00	26,079.89	2,149.07	28,228.96	\$29,771.04
Administrative	Salary	VP of Administration	\$13,000.00	6,783.55	1,192.13	7,975.68	\$5,024.32
Administrative	Salary	Assistant Director of Finance	\$0.00	-	-	-	\$0.00
Administrative	Salary	Senior Accountant	\$3,000.00	1,804.04	\$584.26	2,388.30	\$811.70
Administrative	Salary	Junior Accountant	\$2,000.00	-	-	-	\$2,000.00
Administrative	Salary	Bookkeeper	\$3,000.00	492.21	\$28.13	520.34	\$2,479.66
Services	Salary	VP of Operations	\$43,000.00	12,324.40	\$1,009.47	13,333.87	\$31,666.13
Services	Salary	Indiana Services Director	\$40,000.00	-	-	-	\$40,000.00
Services	Salary	Services Coordinator	\$4,000.00	3,090.58	\$784.81	3,835.19	\$194.81
Services	Salary	Services Assistance	\$3,000.00	2,033.73	\$84.31	2,098.04	\$901.96
Services	Salary	Billing Coordinator	\$5,000.00	1,894.50	\$351.00	2,290.50	\$2,709.50
Services	Salary	Service Provider Approval	\$5,000.00	1,260.02	\$9.00	1,269.02	\$3,730.98
Services	Salary	Service Provider Monitoring	\$5,000.00	74.41	-	74.41	\$4,925.59
Services	Salary	Hotline Counselor	\$4,000.00	343.56	\$39.52	363.11	\$3,636.89
		Subtotal	\$190,000.00	\$56,245.92	\$6,231.44	\$62,477.36	\$127,522.64
Administrative	Fringe	Unused Sick	\$0.00	-	-	-	\$0.00
Services	Fringe	Unused Sick	\$0.00	-	-	-	\$0.00
Administrative	Fringe	Payroll Taxes	\$6,500.00	1,890.73	\$289.92	2,180.65	\$4,319.35
Services	Fringe	Payroll Taxes	\$9,000.00	1,519.64	\$191.07	1,710.71	\$7,289.29
Administrative	Fringe	Workers' Comp	\$300.00	118.65	\$16.29	134.94	\$165.06
Services	Fringe	Workers' Comp	\$500.00	67.09	\$12.34	110.42	\$389.57
Administrative	Fringe	Pension	\$3,750.00	977.60	\$109.47	1,087.13	\$2,662.87
Services	Fringe	Pension	\$2,000.00	482.30	\$56.89	539.19	\$1,460.81
Administrative	Fringe	Employee Group Ins	\$13,000.00	6,457.34	\$904.70	7,362.04	\$5,637.96
Services	Fringe	Employee Group Ins	\$10,000.00	3,667.86	\$520.63	4,188.51	\$5,811.49
		Subtotal	\$45,050.00	\$15,211.07	\$2,102.33	\$17,313.40	\$27,736.60
Administrative	Travel	Travel/Lodging	\$500.00	-	-	-	\$500.00
Services	Travel	Travel	\$10,000.00	-	-	-	\$10,000.00
		Subtotal	\$10,500.00	\$0.00	\$0.00	\$0.00	\$10,500.00
Administrative	Supplies	Office Expense	\$91,700.00	1,526.41	\$123.68	1,650.07	\$90,049.93
Administrative	Supplies	Computer Resources/Upgrades	\$25,000.00	-	-	-	\$25,000.00
Services	Supplies	Client Education Materials	\$120,000.00	84,980.44	\$506.42	85,495.86	\$34,504.14
Services	Supplies	Pregnancy Test Kits	\$0.00	708.50	\$334.10	1,242.80	\$(1,242.80)
		Subtotal	\$236,700.00	\$87,224.35	\$1,164.18	\$86,388.53	\$148,311.47
Administrative	Contracts	Accounting/IT/Legal consulting	\$20,000.00	632.48	\$143.50	775.98	\$19,224.02
Administrative	Contracts	Auditing	\$3,500.00	1,456.72	\$200.02	1,656.74	\$1,843.26
Administrative	Contracts	Copier Service Contracts	\$500.00	216.09	\$18.94	235.03	\$263.97
Services	Contracts	Client Service Providers	\$2,412,500.00	763,038.19	\$155,949.57	918,987.77	\$1,493,512.23
Services	Contracts	Meetings/Seminars/Conference	\$7,000.00	-	-	-	\$7,000.00
Services	Contracts	Services Advertising	\$485,000.00	593,010.06	\$23,633.64	616,643.70	\$68,356.30
Services	Contracts	Services Database Consulting	\$15,000.00	3,081.25	\$497.50	3,578.75	\$11,421.25
		Subtotal	\$2,943,500.00	\$1,161,434.75	\$180,414.17	\$1,341,648.92	\$1,601,851.08
Administrative	Other	Professional Development	\$2,000.00	1,027.82	\$34.45	1,062.07	\$937.93
Administrative	Other	Job advertising	\$500.00	-	-	-	\$500.00
Administrative	Other	New employee screening	\$250.00	-	-	-	\$250.00
Administrative	Other	Postage/Shipping	\$15,000.00	692.99	\$57.81	750.80	\$14,249.20
Administrative	Other	Rent	\$48,000.00	4,914.29	\$635.08	5,549.37	\$40,450.63
Administrative	Other	Telephone Service	\$3,500.00	1,278.57	\$87.79	1,366.36	\$2,133.64
Administrative	Other	General Business Liability Ins	\$750.00	217.19	\$29.82	247.01	\$502.99
Administrative	Other	Insurance - Directors & Officers	\$1,250.00	528.20	\$72.67	600.93	\$648.07
Services	Other	Toll Free Referral System	\$5,000.00	893.71	\$69.50	963.21	\$4,036.79
Services	Other	Contract Closure/ Cost	\$0.00	-	-	-	\$0.00
		Subtotal	\$74,250.00	\$9,053.63	\$987.12	\$10,040.75	\$64,209.25
Administrative			\$313,000.00	57,095.69	\$6,678.71	63,774.40	\$249,225.60
Services			\$3,167,000.00	\$1,272,074.03	\$184,220.53	\$1,455,294.56	\$1,711,705.44
		Total	\$3,500,000.00	\$1,329,169.72	\$190,899.24	\$1,520,068.96	\$1,979,931.04

Real Alternatives
Actual Administrative Expenses
Indiana: Fiscal Year 2015-16

Cost Category	Budgeted Dollars	Actual Expenses YTD-Apr 2016	Actual Expenses May-16	Actual Expenses YTD-May 2016	Remaining Cost June 2016 to Sep-2016
Personnel					
President & CEO	\$58,000.00	\$ 26,079.89	\$ 2,149.07	\$ 28,228.96	\$29,771.04
VP of Administration	\$13,000.00	\$ 6,783.55	\$ 1,197.13	\$ 7,975.68	\$5,024.32
Assistant Director of Finance	\$0.00	\$ -		\$ -	\$0.00
Senior Accountant	\$3,000.00	\$ 1,804.04	\$584.26	\$ 2,388.30	\$611.70
Junior Accountant	\$2,000.00	\$ -		\$ -	\$2,000.00
Bookkeeper	\$3,000.00	\$ 492.21	\$28.13	\$ 520.34	\$2,479.66
Professional Development	\$2,000.00	\$ 1,027.62	\$34.45	\$ 1,062.07	\$937.93
Payroll Taxes	\$6,500.00	\$ 1,890.73	\$289.92	\$ 2,180.65	\$4,319.35
Workers Compensation Insurance	\$300.00	\$ 118.65	\$16.29	\$ 134.94	\$165.06
Pension	\$3,750.00	\$ 977.66	\$109.47	\$ 1,087.13	\$2,662.87
Employee Group Insurance	\$13,000.00	\$ 6,457.34	\$904.70	\$ 7,362.04	\$5,637.96
Job Advertising	\$500.00	\$ -	\$ -	\$ -	\$500.00
New Employee Screening	\$250.00	\$ -	\$ -	\$ -	\$250.00
Total Personnel	\$ 105,300.00	\$ 45,631.69	\$ 5,308.42	\$ 50,940.11	\$ 54,359.89
Operating	Budgeted Dollars				
Accounting/IT/Legal Consulting	\$20,000.00	\$ 632.48	\$143.50	\$ 775.98	\$19,224.02
Postage/Shipping	\$15,000.00	\$ 692.99	\$57.81	\$ 750.80	\$14,249.20
Auditing	\$3,500.00	\$ 1,456.72	\$200.02	\$ 1,656.74	\$1,843.26
Travel/Lodging	\$500.00	\$ -	\$ -	\$ -	\$500.00
Rent	\$46,000.00	\$ 4,914.29	\$635.08	\$ 5,549.37	\$40,450.63
Telephone Service	\$3,500.00	\$ 1,278.57	\$87.79	\$ 1,366.36	\$2,133.64
General Business Liability Insurance	\$750.00	\$ 217.19	\$29.82	\$ 247.01	\$502.99
Insurance-Directors & Officers	\$1,250.00	\$ 529.26	\$72.67	\$ 601.93	\$648.07
Office Expense	\$91,700.00	\$ 1,526.41	\$123.66	\$ 1,650.07	\$90,049.93
Computer Resources	\$25,000.00	\$ -	\$ -	\$ -	\$25,000.00
		\$ -		\$ -	
Total Operating	\$ 207,200.00	\$ 11,247.91	\$ 1,350.35	\$ 12,598.26	\$ 194,601.74
Equipment	Budgeted Dollars				
Equipment Service Contracts	\$500.00	\$ 216.09	\$ 19.94	\$ 236.03	\$263.97
Total Administrative Expenses	\$ 313,000.00	\$ 57,095.69	\$ 6,678.71	\$ 63,774.40	\$ 249,225.60

Real Alternatives
Actual Services Expenses
Indiana: Fiscal Year 2015-16

Cost Category	Budgeted Dollars	Actual Expenses YTD-Apr 2016	Actual Expenses May-16	Actual Expenses YTD-May 2016	Remaining Cost June 2016 to Sep-2016
Personnel					
Vice President of Operations	\$45,000.00	\$ 12,324.40	\$1,069.41	\$ 13,393.81	\$31,606.19
Indiana Services Director	\$40,000.00	\$ -		\$ -	\$40,000.00
Services Coordinator	\$4,000.00	\$ 3,090.58	\$744.61	\$ 3,835.19	\$164.81
Billing Coordinator	\$5,000.00	\$ 1,939.50	\$351.00	\$ 2,290.50	\$2,709.50
Services Assistance	\$3,000.00	\$ 2,033.73	\$64.31	\$ 2,098.04	\$901.96
Service Provider Approval	\$5,000.00	\$ 1,280.02	\$9.00	\$ 1,289.02	\$3,710.98
Service Provider Monitoring	\$5,000.00	\$ 74.41	\$ -	\$ 74.41	\$4,925.59
Hotline Counselor	\$4,000.00	\$ 343.59	\$39.52	\$ 383.11	\$3,616.89
Payroll Taxes	\$9,000.00	\$ 1,519.64	\$191.07	\$ 1,710.71	\$7,289.29
Workers Compensation Insurance	\$500.00	\$ 97.09	\$13.34	\$ 110.43	\$389.57
Pension	\$2,000.00	\$ 482.30	\$56.89	\$ 539.19	\$1,460.81
Employee Group Insurance	\$10,000.00	\$ 3,667.66	\$520.65	\$ 4,188.31	\$5,811.69
Total Personnel	\$ 132,500.00	\$ 26,852.92	\$ 3,059.80	\$ 29,912.72	\$ 102,587.28
Operating	Budgeted Dollars				
Client Education Materials	\$120,000.00	\$ 84,989.44	\$506.42	\$ 85,495.86	\$34,504.14
Services Advertising	\$485,000.00	\$ 393,010.06	\$23,633.64	\$ 416,643.70	\$68,356.30
Meetings/Seminars/Conference	\$7,000.00	\$ -	\$ -	\$ -	\$7,000.00
Travel/Lodging To Service Providers	\$10,000.00	\$ -	\$ -	\$ -	\$10,000.00
Srvcs Database Consulting & Dev	\$15,000.00	\$ 3,081.25	\$467.50	\$ 3,548.75	\$11,451.25
Client Service Providers	\$2,412,500.00	\$ 763,038.15	\$155,949.57	\$ 918,987.72	\$1,493,512.28
Toll-free Referral System	\$5,000.00	\$ 393.71	\$69.50	\$ 463.21	\$4,536.79
Contract Closeout Cost	\$0.00	\$ -		\$ -	\$0.00
		\$ -		\$ -	
		\$ -		\$ -	
		\$ -		\$ -	
Total Operating	\$ 3,054,500.00	\$ 1,244,512.61	\$ 180,626.63	\$ 1,425,139.24	\$ 1,629,360.76
Equipment	Budgeted Dollars				
Pregnancy Test Kits	\$0.00	\$ 708.50	\$534.10	\$ 1,242.60	(\$1,242.60)
Total Services Expenses	\$ 3,187,000.00	\$ 1,272,074.03	\$ 184,220.53	\$ 1,456,294.56	\$ 1,730,705.44